

TrendVision™

Published Jul. 2013**

Location : Napa (E0400)

Number of Homes For Sale vs. Sold vs. Pended - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

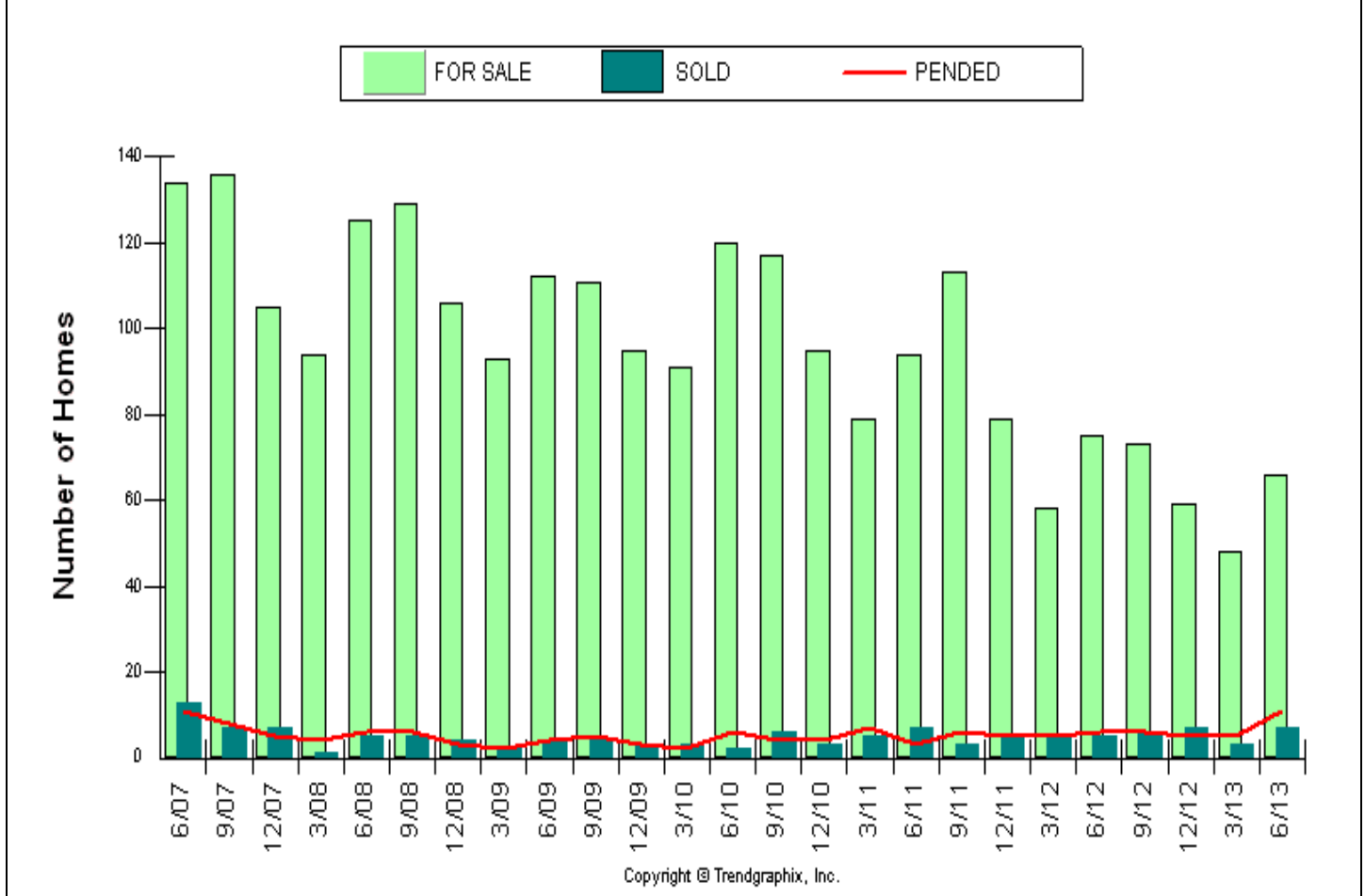
Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms:

0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
For Sale	48	66	37.5% ↑	75	66	-12% ↓	134	66	-50.7% ↓
Sold	3	7	133.3% ↑	5	7	40% ↑	13	7	-46.2% ↓
Pended	5	11	120% ↑	6	11	83.3% ↑	11	11	0%

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	134	136	105	94	125	129	106	93	112	111	95	91	120	117	95	79	94	113	79	58	75	73	59	48	66
New Listing	31	19	9	17	27	18	10	16	19	15	9	15	20	13	7	10	16	16	7	7	15	9	6	10	17
Sold	13	7	7	1	5	5	4	2	4	4	3	3	2	6	3	5	7	3	5	5	5	6	7	3	7
Pended	11	8	5	4	6	6	3	2	4	5	3	2	6	4	4	7	3	6	5	5	6	6	5	5	11
Mon of Inv. on Sold	10.3	19.4	15	94	25	25.8	26.5	46.5	28	27.8	31.7	30.3	60	19.5	31.7	15.8	13.4	37.7	15.8	11.6	15	12.2	8.4	16	9.4
Mon of Inv. on Pended	12.2	17	21	23.5	20.8	21.5	35.3	46.5	28	22.2	31.7	45.5	20	29.3	23.8	11.3	31.3	18.8	15.8	11.6	12.5	12.2	11.8	9.6	6
Absorption Rt. on Sold (%)	9.7	5.1	6.7	1.1	4	3.9	3.8	2.2	3.6	3.6	3.2	3.3	1.7	5.1	3.2	6.3	7.4	2.7	6.3	8.6	6.7	8.2	11.9	6.3	10.6
Absorption Rt. on Pended (%)	8.2	5.9	4.8	4.3	4.8	4.7	2.8	2.2	3.6	4.5	3.2	2.2	5	3.4	4.2	8.9	3.2	5.3	6.3	8.6	8	8.2	8.5	10.4	16.7
Avg. Act Price	2273	2328	2415	2447	2437	2503	2526	2707	2666	2700	3177	2911	2792	2607	2374	2477	2947	3100	3108	2365	3051	3335	3453	3579	3660
Avg. Sld Price	2285	1707	1521	1300	2166	1830	1546	1398	1746	2344	1576	1400	2140	2191	2962	1940	1810	1766	2152	1835	1871	1561	3006	1431	1550
Avg. Sq Ft Price	698	621.3	509.2	539.1	610.4	646.4	510.8	418	496.5	773.1	525.3	484.8	712.3	581.3	1000	613.1	553.6	552.9	586.6	482.9	510.7	480.6	652	451.6	453.4
SP/LP Diff. %	95	93	92	91	91	92	91	89	89	90	92	85	90	90	98	91	86	94	87	89	94	95	91	92	96
Days on Market	145	143	145	60	168	112	182	113	122	160	106	154	109	222	179	211	180	184	156	235	158	173	181	209	88
SP/OLP Diff. %	92	88	86	91	88	90	85	78	81	78	85	77	89	79	80	73	76	83	85	83	92	88	87	86	95
Median Price	1841	1242	1257	1275	1625	1696	1306	1372	1578	2045	1380	1289	2141	1594	2262	1418	1348	1651	1946	1542	1494	1406	2074	1387	1490

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Location : Napa (E0400)

Average Home Sold Price per SQFT - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

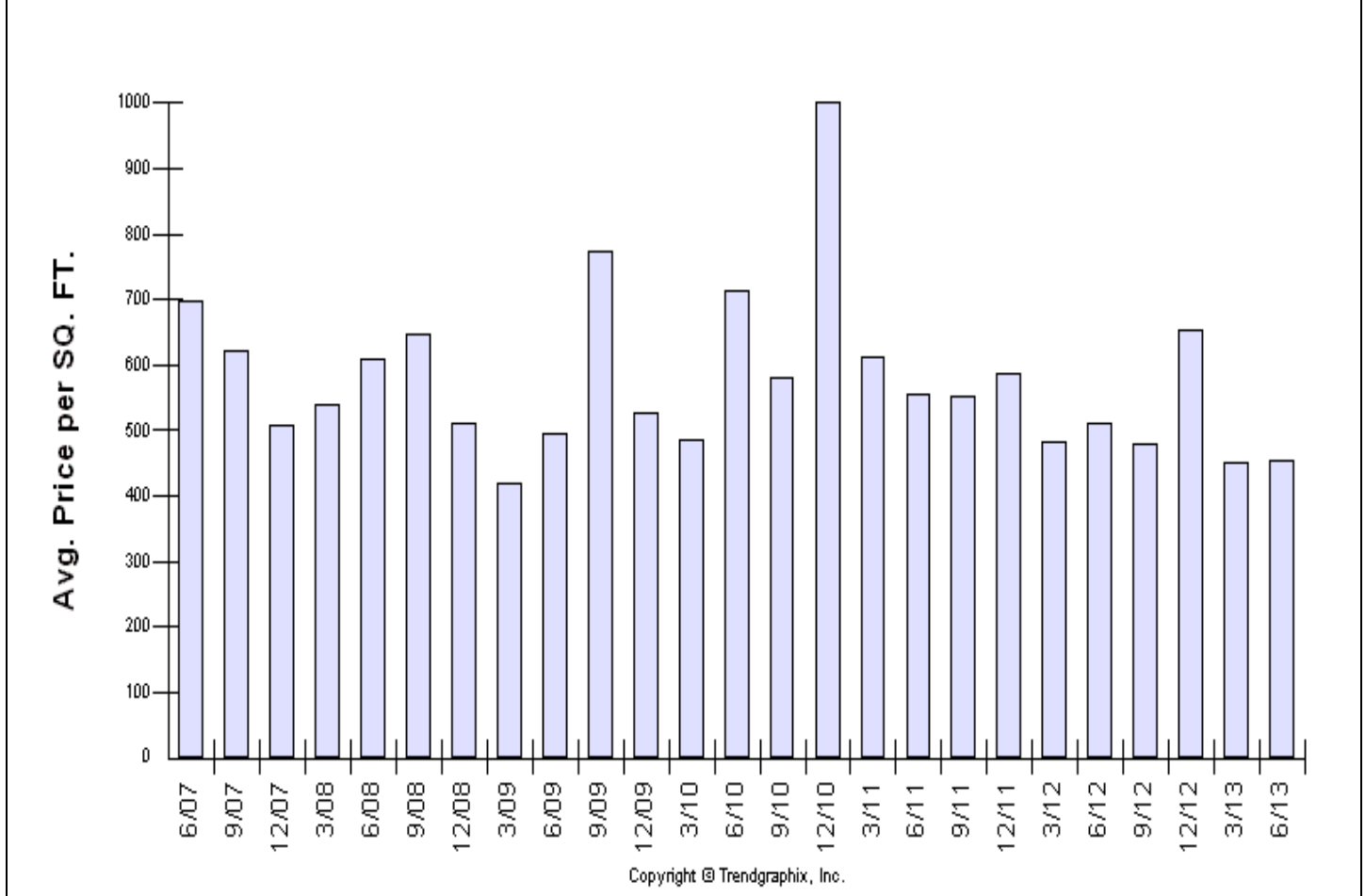
Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms:

0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



Avg. Sq. Ft. Price	1 quarter			1 year			6 years																		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change																
	452	453	0.4% ↑	511	453	-11.2% ↓	698	453	-35.1% ↓																
Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	134	136	105	94	125	129	106	93	112	111	95	91	120	117	95	79	94	113	79	58	75	73	59	48	66
New Listing	31	19	9	17	27	18	10	16	19	15	9	15	20	13	7	10	16	16	7	7	15	9	6	10	17
Sold	13	7	7	1	5	5	4	2	4	4	3	3	2	6	3	5	7	3	5	5	5	6	7	3	7
Pended	11	8	5	4	6	6	3	2	4	5	3	2	6	4	4	7	3	6	5	5	6	6	5	5	11
Mon of Inv. on Sold	10.3	19.4	15	94	25	25.8	26.5	46.5	28	27.8	31.7	30.3	60	19.5	31.7	15.8	13.4	37.7	15.8	11.6	15	12.2	8.4	16	9.4
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Absorption Rt. on Sold (%)	9.7	5.1	6.7	1.1	4	3.9	3.8	2.2	3.6	3.6	3.2	3.3	1.7	5.1	3.2	6.3	7.4	2.7	6.3	8.6	6.7	8.2	11.9	6.3	10.6
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Avg DOM & SP/LP % - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

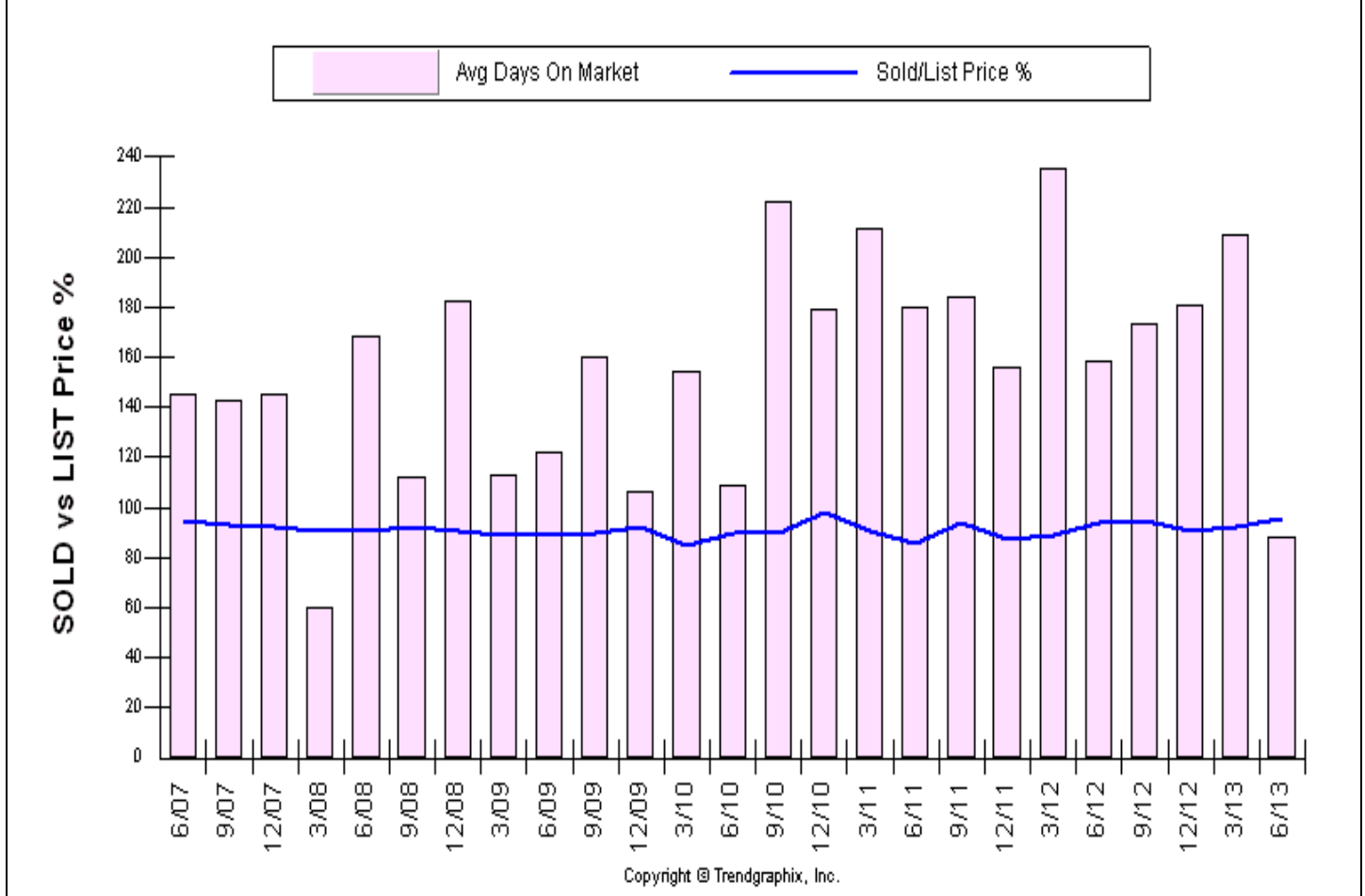
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0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



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	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
Avg. Days on Market	209	88	-57.9% ↓	158	88	-44.3% ↓	145	88	-39.3% ↓
Sold/List Diff. %	92	96	4.3% ↑	94	96	2.1% ↑	95	96	1.1% ↑

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
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Location : Napa (E0400)

Avg Price For Sale & Sold - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

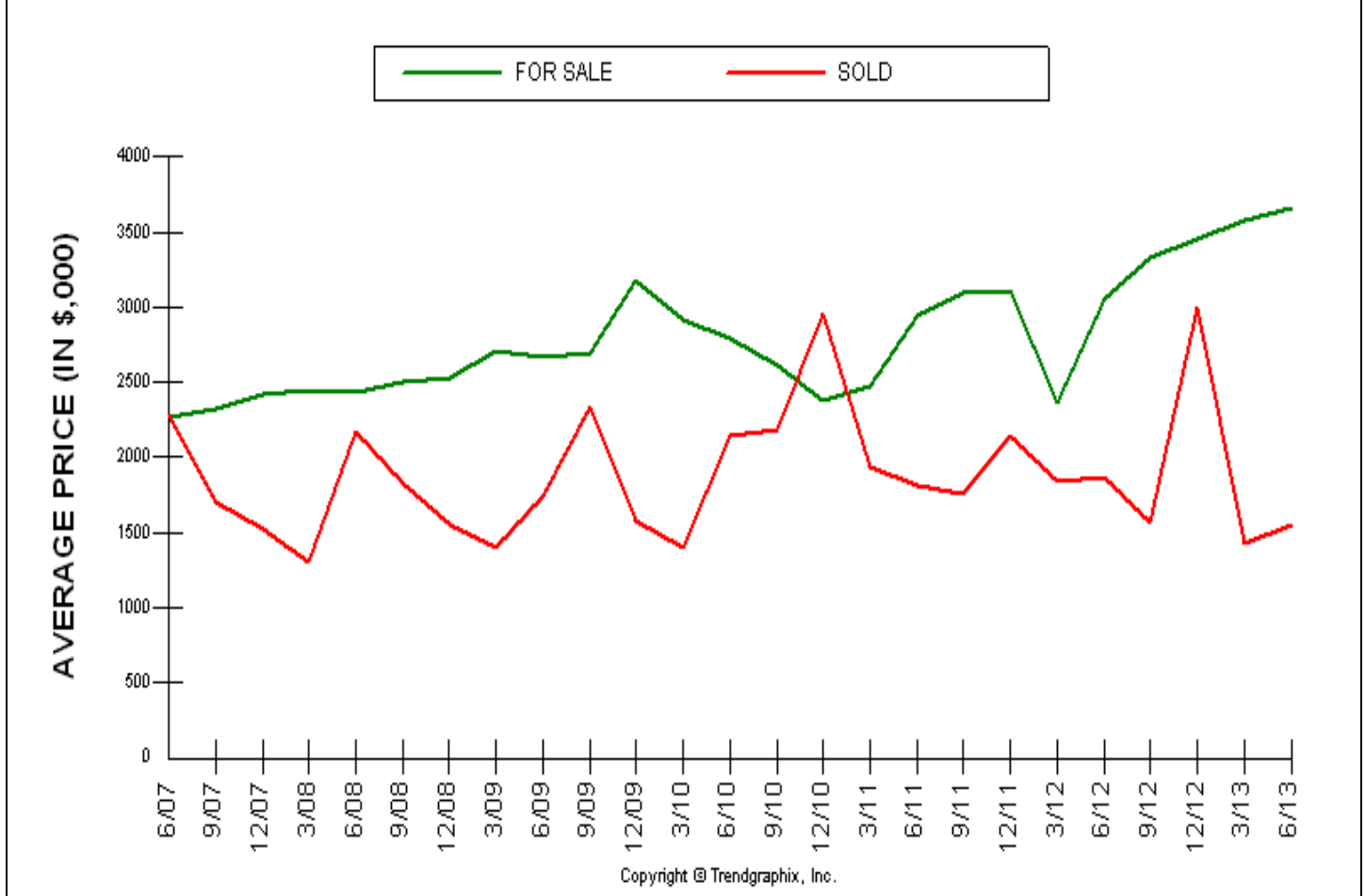
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All Residential Prop - All Properties

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	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
Avg. Active Price	3579	3660	2.3% ↑	3051	3660	20% ↑	2273	3660	61% ↑
Avg. Sold Price	1431	1550	8.3% ↑	1871	1550	-17.2% ↓	2285	1550	-32.2% ↓

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	134	136	105	94	125	129	106	93	112	111	95	91	120	117	95	79	94	113	79	58	75	73	59	48	66
New Listing	31	19	9	17	27	18	10	16	19	15	9	15	20	13	7	10	16	16	7	7	15	9	6	10	17
Sold	13	7	7	1	5	5	4	2	4	4	3	3	2	6	3	5	7	3	5	5	5	6	7	3	7
Pended	11	8	5	4	6	6	3	2	4	5	3	2	6	4	4	7	3	6	5	5	6	6	5	5	11
Mon of Inv. on Sold	10.3	19.4	15	94	25	25.8	26.5	46.5	28	27.8	31.7	30.3	60	19.5	31.7	15.8	13.4	37.7	15.8	11.6	15	12.2	8.4	16	9.4
Mon of Inv. on Pended	12.2	17	21	23.5	20.8	21.5	35.3	46.5	28	22.2	31.7	45.5	20	29.3	23.8	11.3	31.3	18.8	15.8	11.6	12.5	12.2	11.8	9.6	6
Absorption Rt. on Sold (%)	9.7	5.1	6.7	1.1	4	3.9	3.8	2.2	3.6	3.6	3.2	3.3	1.7	5.1	3.2	6.3	7.4	2.7	6.3	8.6	6.7	8.2	11.9	6.3	10.6
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Months of Inventory based on Closed Sales - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

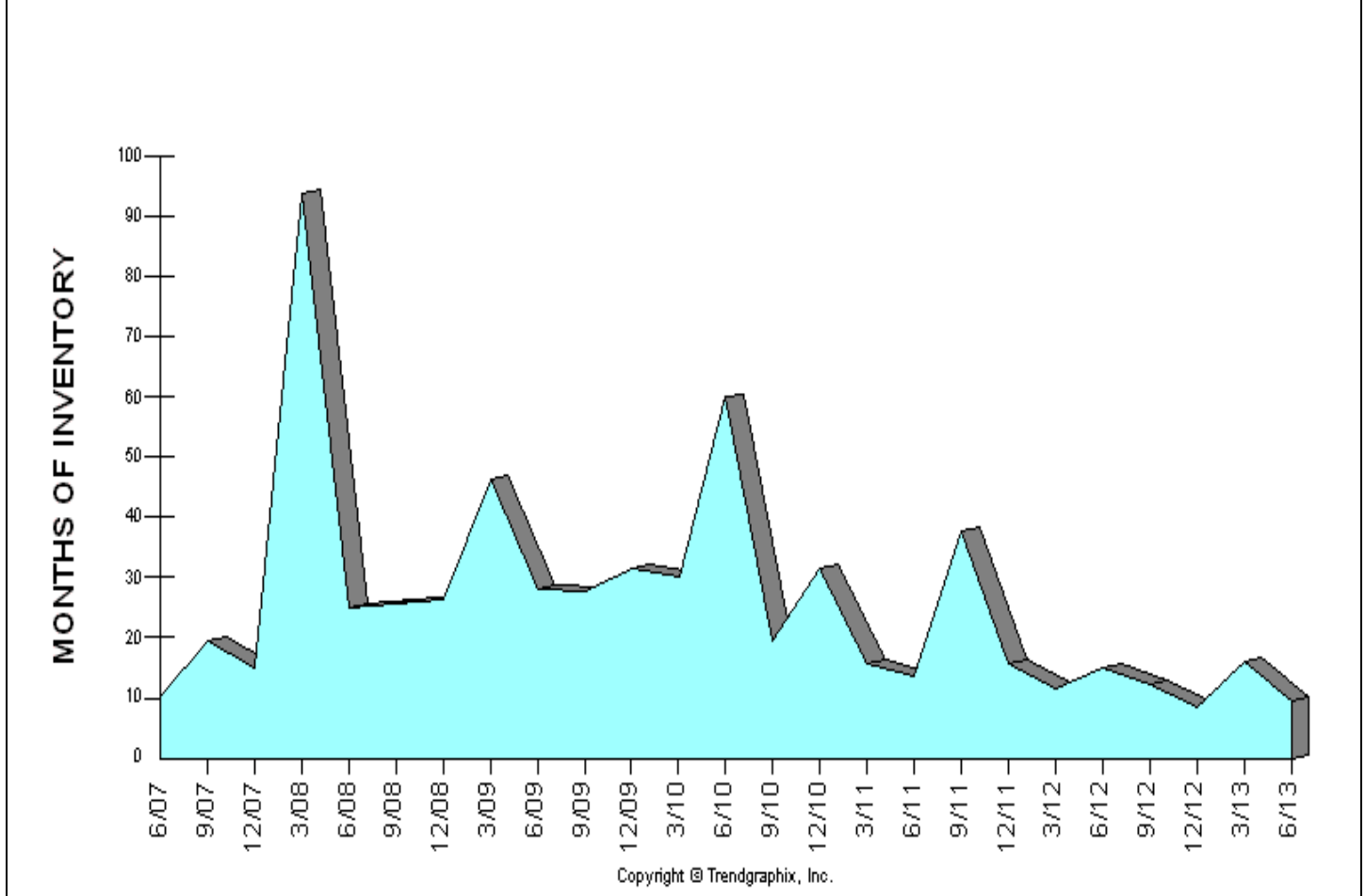
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Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms:

0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



Months of Inventory (Closed Sales)	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
	16	9.4	-41.2% ↓	15	9.4	-37.3% ↓	10.3	9.4	-8.7% ↓

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
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Pended	11	8	5	4	6	6	3	2	4	5	3	2	6	4	4	7	3	6	5	5	6	6	5	5	11
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Days on Market	145	143	145	60	168	112	182	113	122	160	106	154	109	222	179	211	180	184	156	235	158	173	181	209	88
SP/OLP Diff. %	92	88	86	91	88	90	85	78	81	78	85	77	89	79	80	73	76	83	85	83	92	88	87	86	95
Median Price	1841	1242	1257	1275	1625	1696	1306	1372	1578	2045	1380	1289	2141	1594	2262	1418	1348	1651	1946	1542	1494	1406	2074	1387	1490

**All reports are published Jul. 2013, based on data available at the end of Jun. 2013.
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